

10th Annual
ALTERNATIVE DISPUTE RESOLUTION
COURSE 2012

TexasBarCLE

**Getting to and
Mediating in the
*Red Zone***

LIVE

AUSTIN

January 30, 2012

VIDEO

DALLAS

March 9, 2012

HIGHLIGHTS

- Ethical Guidelines for Mediators
- Mediating in the Red Zone
- Working as a Team
- Fourth Quarter Gamesmanship - How to Score

MCLE CREDIT | 6.75 HOURS (1 ETHICS)



ALTERNATIVE DISPUTE RESOLUTION COURSE: Getting to and Mediating in the *Red Zone*



Texas Longhorn **Eric Galton** and
Michigan Wolverine **Tracy Allen**

will quarterback this advanced training, spotlighting how mediation and football have much in common. This highly interactive, skills-based conference moves beyond the basic playbook and onto the real field where “workin’ stiff” mediators handle difficult plays in commercial mediation.




Alternative Dispute Resolution Section members can **save \$75!**

LIVE Austin
Radisson Town Lake
Monday, January 30, 2012

Register by January 16 and **save \$50!**

VIDEO Dallas
Cityplace Conference Center
Friday, March 9, 2012

Register by February 24 and **save \$50!**

 Tweet about this course by using hashtag: **#TBCLEadr**

MCLE CREDIT

6.75 HOURS (1 ETHICS)
MCLE COURSE NO: 901232072
Applies to the College of the State Bar of Texas and the Texas Board of Legal Specialization in Civil Trial Law, Labor and Employment Law and Personal Injury Trial Law.

8:00 **Registration**
Pastries and Coffee Provided

8:30 **Welcoming Remarks**
Course Director
Alvin L. Zimmerman, *Houston*
Zimmerman Axelrad Meyer Stern & Wise

8:45 **Ethical Guidelines for Mediators** *1 hr ethics*
Kimberlee M. Kovach, *Austin*
Distinguished Lecturer in Dispute Resolution
South Texas College of Law

Bud Silverberg, *Dallas*
Attorney-Mediator and Arbitrator

9:45 **Break**

10:00 **Mediating in the Red Zone: Advanced Mediation Training on the Field** *2 hrs*

- How to set up mediations to create synergy & build trust
- Case intake and preparation
- Role of the mediator as traffic cop/coach/educator — and quarterback!
- How to be more effective as an advocate in preparing the client, the summary and the opening remarks

Eric Galton, *Austin*
Attorney/Mediator
Lakeside Mediation Center

Tracy Allen, *Mt. Clemens, Michigan*
Attorney/Mediator/Arbitrator
Global Resolutions, PLLC

12:00 **Tailgate** - Lunch Provided
Network with your colleagues!

1:00 **Working as a Team** *2.5 hrs*

- Techniques to move negotiations along
- Tailoring a joint session to fit the participants and the dispute
- How to coach advocates
- What scripts work better than others
- Examples of effective opening remarks
- Questions in a joint session that create movement toward negotiations
- How to set up opening offers/demands
- How to manage expectations in the negotiation dance

3:30 **Break**

3:45 **Fourth Quarter Gamesmanship - How to Score** *1.25 hrs*

- Ways to close gaps and to finalize the negotiation
- Case examples to demonstrate choices, techniques, and ideas

5:00 **Adjourn**

Cosponsored by the
Alternative Dispute Resolution
Section of the State Bar of Texas

Ways to Save on This Course!

Meet the "Register By" Deadline and Save \$50 because early registrations help us ensure that sufficient course books, seating, and refreshments are available. Course materials and seating will be reserved for pre-registrants until the start of the first topic.

Alternative Dispute Resolution Section Members Can Save \$75 by registering no later than the "Register by" date for that course (thereafter, save \$25); see the registration form. Not a member? To join, e-mail sections@texasbar.com or phone 800-204-2222, x1425. Please do not send Section membership payment with your registration fee.

Earn Discounts by Registering Five or More from your firm or agency. Contact Firm & Group Sales Manager Laura Angle of TexasBarSolutions at 512-250-5575 or laura.angle@texasbar.com.

State Bar Policy §7.03.06 Allows Active State and Texas-Area Federal Judges to Attend for Free provided (1) the course is directly related to their tribunal's jurisdiction, (2) they are full-time judges or judges retired under the Texas Judicial Retirement System and (3) space is available for all paying registrants. This privilege does not extend to receivers, trustees, court staff, or persons serving part-time in any judicial capacity. NOTE: Judges must actually attend to receive course materials.

Parking Information for Attendees Not Staying at the Hotel is subject to change without notice and is not a guarantee of available space. Austin: Self parking is \$5 a day or \$10 overnight based on availability. Dallas: Complimentary self-parking in the underground garage is available by picking up a validation ticket from the State Bar Staff onsite.

If You Need Special Accommodations to Attend, please contact us as soon as possible at 800-204-2222, x1797. For the Cityplace Conference Center in Dallas, please call us at 800-204-2222, x1797 in advance of your arrival so that assisted parking can be arranged for drivers of handicap-designated vehicles.

Registered But Can't Attend? Still Earn MCLE Credit and receive course materials by (1) calling 800-204-2222, x1574 to transfer your registration to a later presentation or (2) taking the course online later, in which case you'll automatically be sent the course materials; see "FREE TO OUR REGISTRANTS!" below. However, if you wish a refund instead, mail or fax (512-427-4111) your request so that we receive it at least one business day before the program.

FREE TO OUR REGISTRANTS! Online Videos and MP3s of the Topics, as Well as PDFs of Course Materials, will be available to registrants 6-8 weeks after the course. Provide us your e-mail address when preregistering and we'll alert you when these benefits are available and how to access them. (Note: Presentation lengths may vary from that which was advertised.) There's no extra charge; as a registrant, you're already entitled!

Tweet About This Course! Include hashtag #TBCLEadr.

Policy of Impartiality The State Bar of Texas does not endorse political candidates. When a candidate for public office is included in promotion for or participates in a TexasBarCLE event, the State Bar is not taking a position for or against anyone's candidacy.

Reserve Your Hotel Room by January 11

Hotel rooms have been blocked at special rates on a space available basis. To make a reservation, contact the hotel and indicate that you will be attending this State Bar of Texas course.

AUSTIN Live

Radisson Town Lake
111 East Cesar Chavez
Austin, TX 78701
(512) 478-9611
\$142/night
Deadline: January 11, 2012



Hotel website: http://www.radisson.com/austin-hotel-tx-78701/txaustdt

Austin Area Events: http://www.austintexas.org/visitors/plan_your_trip/

The reserved block of rooms may fill up before the deadline. Act now!

DALLAS Video

Cityplace Conference Center
2711 N. Haskell
Dallas, TX 75204
(214) 515-5100
http://www.chgcityplace.com/



No rooms have been booked for this showing.

Course Director

Alvin L. ZimmermanHouston

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State Bar of Texas - CLE
LB #972298
P. O. Box 972298
Dallas, TX 75397-2298
check or credit card

Registering

five or more?
E-mail Laura Angle at
laura.angle@texasbar.com
for group discount
information.

Save up to **\$75!**

Alternative Dispute Resolution Course

8390

1 Here are my choices:

Alternative Dispute Resolution Course [8390]

Austin LIVE, January 30, 2012 **\$395**

Take \$50 OFF: Register by January 16, 2012

Dallas VIDEO, March 9, 2012. **\$325**

Take \$50 OFF: Register by February 24, 2012

Your registration includes:

- Breakfast pastries and coffee provided
- Buffet lunch
- Complimentary wireless signal in the meeting room

2 I'm entitled to 1 or 2 discounts on this course:

\$50 OFF because I'm registering by the "Register by" date at the left. (If by mail, date of postmark will be determinative.)

\$25 OFF because (choose 1 box only) I'm a member of the

Alternative Dispute Resolution Section

State Bar College Classic Membership

Legal Administrators or Paralegal Division

OR I am licensed 2 years or less

\$ _____ is my total for the course and materials.

As a judge, I AFFIRM I qualify under §7.03.06 (State Bar Policy Manual) for complimentary admission (see p. 3).

State Bar College Gold Membership (complimentary admission) Questions? Visit texasbarcollege.com
(This registration option is not available online.)

3 I can't attend. Just send course materials.*

FREE Shipping & Handling

Course book \$45 each[†]

For information on audio CDs of course topics, contact our DVD CLE service at 800-204-2222, x1575. MP3 files of the topics will be downloadable from TexasBarCLE.com 6-8 weeks after the course.

4 I am paying by:

Check (enclosed) payable to the State Bar of Texas for \$ _____

Visa MasterCard AMEX Discover

PLEASE PRINT LEGIBLY Account No. _____ Exp. Date _____

Name on card (Please print) _____

Signature _____

State Bar Membership No. _____

Name _____ Badge Name _____

Firm Name/Court _____

Address for Bar-Related Mail _____

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Phone () _____ Fax () _____

E-Mail: _____

A confirmation of your registration will be sent to the e-mail address you provide.

**PDFs of course materials will be available for purchase 6-8 weeks after the course in the Online Library at TexasBarCLE.com. Registrants receive access to the PDFs at no additional charge (see "Free to Our Registrants" on p. 3).*

[†]Plus 8.25% sales tax on total. Please include sales tax or attach an exemption certificate. Book orders are shipped separately and filled 4-6 weeks after the live program. A bill will be sent unless a credit card charge is authorized on this form.

QUESTIONS?
800-204-2222, x1574 • 512-427-1574